factories list auction dates

American Motors

Oct. 8—High Point Auto Auction, High Point, N.C., and Aptco Auto Auction, Taylor, Mich.

Oct. 9—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Oct. 10—Evansville Auto Auction, Evansville, Ind.; Northway Exchange, Clifton Park, N.Y., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 11—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Oct. 15—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Oct. 16—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Mid-States Auto Auction, South Bend.

Oct. 17—Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Corry Auto Auction, Corry, Pa.

Oct. 22—High Point Auto Auction, High Point, N.C., and Aptco Auto Auction, Taylor, Mich.

Oct. 23—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Oct. 24—Evansville Auto Auction, Evansville, Ind.; Northway Exchange, Clifton Park, N.Y., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 25—Floyd Hauhe Auto Auction, Bridgeton,Mo.

Oct. 29—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Oct. 30—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Mid-States Auto Auction, South Bend.

Chrysler Corp.

Oct. 8—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Oct. 9—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O., and South Seattle Auto Auction, Kent, Wash.

Oct. 10—Atlanta Auto Auction, Red Oak, Ga.

Oct. 15—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and Nu-CarPrep System, Santa Fe Springs, Calif.

Oct. 16—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

Oct. 17—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

Oct. 18—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Oct. 8—Harrisonburg Auto Auction, Harrisonburg, Va., and South Seattle Auto Auction, Kent, Wash.

Oct. 10—Dallas Auto Auction, Dallas.

Oct. 16—Concord Auto Auction, Acton, Mass.; Columbus Fair Auto Auction, Obetz, O.; Golden Gate Auto Auction, Fremont, Calif., and Southwest Auto Auction, Pheonix.

Oct. 17—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Southwest Auto Auction, Phoenix.

Oct. 23—Clanton's Auto Auction, Darlington, S.C.

Oct. 24—Arena Auto Auction, Chicago, and Big H Auto Auction, Houston.

General Motors

Oct. 8—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Oct. 9—Northstar Auto Auction, Shakopee, Minn., and Brasher's Salt Lake Auto Auction, Salt Lake City.

Oct. 10—Nashville Auto Auction, Nashville.

Oct. 15—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Oct. 16—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

Oct. 17—Southwest Auto Auction, Phoenix.

Oct. 22—Ohio Auto Auction, Columbus, O.

Oct. 23—Metro Auto Auction, Kansas City.

Oct. 24—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

Model Breakdown
Auction Averages

	OCT. 1985	SEPT. 1985	AUG. 1985
1985	$9,101	$10,176	$11,068
1984	$6,208	$7,430	$7,766
1983	$5,531	$6,177	$5,923
1982	$4,498	$4,860	$5,894
1981	$3,414	$3,991	$4,228
1980	$3,100	$3,008	$3,165
1979	$2,287	$2,519	$2,585
1978	$1,764	$1,848	$2,099
Overall Average	$4,268	$4,883	$5,172

Used Car Sales
Auction Averages

Oct. to date	$4,268
Month ago	$4,940
Year ago	$5,320

Leaders in Missouri

Jim Robertson, second from left, Jim Robertson Chevrolet-Toyota, Kirksville, accepts the gavel from Carlo Merlo, Glendale Chrysler-Plymouth, St. Louis, and becomes the 47th president of the Missouri Automobile Dealers Assn. Other new MADA officers are Lou Fusz Jr., left, Lou Fusz Motor Co., St. Louis, treasurer, and Charles L. Anderson, Chuck Anderson Ford-Mazda, Excelsior Springs, second vice president. Not pictured is Hal Quinn, Hal Quinn Buick-Honda-GMC, Independence, first vice president.

Worker-owned plant for sale as GM refuses to back loan

General Motors is working with Hyatt-Clark Industries, Inc., to find a buyer for the New Jersey roller bearing plant, bought from GM by employes in 1981.

The former New Departure-Hyatt Bearing Division plant in Clark, N.J., was threatened with closing in 1981, and the $53 million sale was one of the first and largest employe-buyouts of a factory.

GM is the biggest customer of the financially troubled company and has a contract to buy roller bearings through Oct. 31, 1987.

On Sept. 4, GM refused a request from Hyatt to guarantee an additional bank loan, a GM spokesman said.

"We already have a substantial investment in Hyatt-Clark," the spokesman said. "And based on that and a thorough analysis of the operation, it came down to a business decision not to guarantee additional investment loans. We are working closely with them in their efforts to find a suitable buyer."

The company lost $5 million in the fiscal year ended Aug. 31, Chairman Alan Lowenstein said.

Lowenstein said the contract with GM contributed to the company's losses.

The contract stipulates that GM pay the prevailing market price, and that price dropped because of Japanese competition, Lowenstein said.

GM accounts for 85 percent of the total sales volume which exceeds $90 million annually, he said.

Lowenstein said a large debt service obligation, labor-management troubles and the need to invest in equipment upgrading also led to the decision to sell the plant. The plant has 1,300 employes.

Since the employe purchase, Lowenstein said, the company has expanded its roller bearing product line and acquired additional customers including Dana Corp., Budd Co., General Electric and a number of railroads.

About half of the 950 workers employed at the time of the 1981 sale remain on the payroll, Lowenstein said. The others retired or transferred to other GM divisions to secure higher wages and job security, he said.

The company's 12-member board of directors includes three representatives from the UAW local at the plant.

Town license fee hiked 400 pct. by Chapel Hill, N.C.

CHAPEL HILL, N.C.—The Town Council has voted to increase its license fee for motor vehicles 400 percent but has given auotmobile owners a one-year reprieve to pay it.

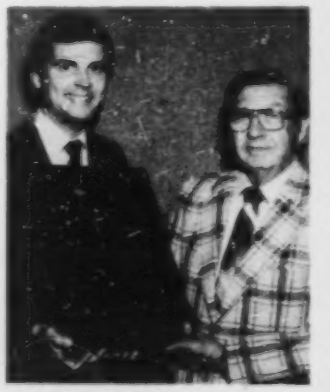
Owners have been paying $1 a year for their town licenses. Beginning in 1986, they will have to pay $5. North Carolina law limits local license fees to $5.

The town now raises about $7,800 annually with the $1 fee. Its manager, David Taylor, said collection rates would be increased if the owners paid the fee at the same time they pay their county taxes.

The fee is now collected throughout the year, but Taylor said a new procedure being worked out would call for collections at the beginning of the fiscal year.

To get the procedure under way, all collections will be halted until June 30, 1986.

The fee is paid annually for windshield stickers. Town officials believe more owners would pay it if they could do so at the same time they have to pay their county taxes.



Fortino's 25th

J.A. (Tony) Fortino, right, Fortino and Jackson Chevrolet Co., Pueblo, Colo., receives a 25-year-dealer plaque from R.J. LaLone, Denver zone manager.

Firestone will close two passenger tire plants

ALBANY, Ga.—Firstone Tire & Rubber Co. said it will close its tire plant here by April 1 because the company does not need so much capacity.

The company also announced it is eliminating the passenger tire operations in Des Moines. Firestone's seven plants in North America have been operating at only 75 percent capacity in recent months and the company said stiff competition, both domestic and foreign, has cut deeply into passenger tire profitability.

auction directory

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At 26, it is same as for 1983

Ford, GM win eased '86 MPG standard

Continued from Page 1

American consumer. It should be good enough for all of America's auto makers."

NHTSA said the "maximum feasible level" is 26.0 MPG—the level requested by GM, Ford, and the Automobile Importers of America on behalf of its European members. NHTSA made that finding even though Ford and GM now are projecting they will achieve 26.3 MPG for 1986 models.

NHTSA said its decision recognizes that there are "significant risks" that both may be unable to reach their projected levels, and the lower standard gives them a "a slight margin for risks."

Both companies are concerned about higher sales of Japanese cars which may cut into their sales of smaller cars, and Ford is suffering because of delays in introducing the more-fuel-efficient Taurus/Sable, which now are scheduled to debut the day after Christmas.

NHTSA recognized that Ford and GM sales represent more than 60 percent of the market and felt that a maximum feasible level for them was a maximum feasible level for the industry, even though it was above the achievable level of all.

NHTSA said, "With the exception of Jaguar, Mercedes-Benz and possibly Saab, the agency believes the rest of the industry is capable of meeting the 26.0-MPG standard, although compliance may be close for some of the European manufacturers."

Labeling the decision "prejudged" and "wrong," Clarence Ditlow III, director of the Center for Auto Safety, promised a legal challenge.

The center has maintained that both GM and Ford can meet 27.5 MPG but chose instead to continue making big profits on big cars which are cheap to produce since they are old rear-wheel-drive designs with V8 engines. The center said GM and Ford could pay their fines—amounting to about $75 per car—and still make money.

Ditlow is expected to file a legal challenge with NHTSA over what the "maximum feasible level" is.

In its 100-page decision, NHTSA rejected the center's arguments one by one and presumably would also reject any future petition for reconsideration along those lines. Similar arguments, however, could be addressed later in federal appellate court for the District of Columbia circuit.

While CAS and Chrysler say Ford and GM should pay their fines, the Big Two say paying fines is impermissible.

Ford and GM say they must meet the standard by curtailing production of large cars, causing layoffs, or—in Ford's case—possibly moving production of parts for large cars overseas.

Estimated 1986 CAFE levels (not using an EPA CAFE adjustment factor) for European car makers are: 26.1 MPG for BMW, 19.2 for Jaguar, 25.6 for Peugeot, 25.4 for SAAB and 26.5 for Volvo.

Porsche and Mercedes-Benz are also well below the statutory 27.5 MPG (and, in fact, Mercedes will be paying gas-guzzler taxes on four of its models), but neither has filed estimated 1986 CAFE figures with NHTSA.

The NHTSA decision essentially agreed with arguments made by GM and Ford—finding that both companies had made substantial progress in meeting the 1986 standard but were thwarted by "unforeseen events" including a shift in consumer demand for large, high-performing cars and by a glut of cheap gasoline.

Further, it is too late for them to take drastic measures on the eve of the 1986 model year. Severe restriction in product offering would mean significant adverse economic effects—sales losses in the hundreds of thousands and job losses in the tens of thousands.

NHTSA expects to issue shortly a notice proposing a range of alternatives for 1987 and later model years in response to petitions from Ford and GM and a request from AIA for its European members.

In explaining changes in GM's projected CAFE, NHTSA said that GM is no longer planning to extend the model year for B and G models and that GM is not trying to count NUMMI production because the Nova has less than 75 percent domestic content and is therefore considered an import.

In further explanation, NHTSA noted the possibility of NUMMI obtaining an exemption and transferring it to GM. But so far, NUMMI has not used its discretion to apply. In addition to the issue of whether the exemption if granted could be transferred to GM, a further issue exists: Whether GM could use this for carryforward/carryback credits.

As for Ford's projections, NHTSA noted the crucial effect of the delay in introducing the more-fuel-efficient Taurus/Sable to substitute for the LTD/Marquis and to offset bigger engines in the Escort/Lynx, more sales of an optional engine for the Mustang/Capri and introduction of a new version of an unspecified existing vehicle. The Taurus/Sable could mean a 0.4-MPG change.

Ford has also said it has no plans for unusual production schedules for the 1986 model year, except for the large Crown Victoria/Grand Marquis and the Tempo/Topaz, which will have a 10-to-11-month year and the LTD/Marquis, which will have an even shorter one. NHTSA said those schedules should have a minor effect and, in most cases, should increase Ford's CAFE.

NHTSA also said that Chrysler has been lowering its own projected CAFEs: From an earlier estimate of 27.5 MPG for 1985 models to 27.3 and from an earlier estimate of 28.1 for 1986 models to 27.7 MPG (all without EPA cafe adjustment).

Chrysler plans a number of technological changes in engines, carburetors, tires and oil.

"However," NHTSA said, "with the phase-out of the L-body (Omni/Horizon) car line (to be replaced by the new P-body compact model, introduced in mid-1986 as a 1987 model), the proportion of compacts and subcompacts in the Chrysler fleet should decline from model-year 1985 to model-year 1986.

Later in its decision, NHTSA said that Chrysler's fuel economy is not very different from that of GM or Ford for the market segment in which it does compete.

"Thus, if the sales mixes of all the manufacturers were equivalent, GM and Ford would have higher CAFEs than does Chrysler," NHTSA said.

In addition, NHTSA said that Chrysler—like Ford and GM—has failed to replace relatively heavy rear-drive M-body models (with fuel economy about 6 MPG lower then the equivalent fwd models)with versions of the K-car.

The scene will now shift to the courts, as it has repeatedly during the Reagan Administration.

Charting CAFE since law began

WASHINGTON.—The law calling for Corporate Average Fuel Economy standards was passed in December, 1975, and auto makers were given 18 months' leadtime.

The first standard—18 MPG—took effect for the 1978 models.

Following are the CAFE standards for passenger cars by model year.

1978	18
1979	19
1980	20
1981	22
1982	24
1983	26
1984	27
1985	27.5
1986	26
1987 and thereafter	27.5

Joe Wilsens

John, Tyrone walk and talk

Former auto maker John DeLorean, followed by a group of reporters, put his arm around Tyrone Studivant while walking from the courthouse to his hotel. DeLorean was in Detroit to be arraigned on federal racketeering and fraud charges. Lately, DeLorean has been widely professing his concern for, and efforts on behalf of, racial equality.

DeLorean pleads innocent; Nov. 18 trial date set

Continued from Page 3

miliar double-breasted navy blue blazer with gray wool slacks. Surprisingly, his trademark London-made Turnbull & Asser light blue shirt with elongated collar points was replaced by a more traditional white version. He also wore a conservative red and blue striped regimental tie and black boots.

A crowd of passersby formed, both inside the Federal Building and on the street whenever DeLorean was expected to appear.

In fact, two teenaged girls, in "punk" garb, squealed with apparent delight when DeLorean and Weitzman finally emerged from the Federal Building into the light drizzle.

"I want to have your baby!" one of the girls shouted with glee.

When the quickie press conference ended, DeLorean and Weitzman walked two blocks to a hotel, followed by a horde of photographers and TV cameramen who fairly stumbled all over themselves to keep up.

At one point DeLorean, who blasted the racial composition of the grand jury which indicted him and professed strong feelings about racial equality in his recently published autobiography, stopped to put his arm around a black man the entourage encountered on the way to the hotel.

The carnival atmosphere should be restricted, at least for a while, because it is not likely John DeLorean will make many appearances until the trial itself begins.

Weitzman said it is likely DeLorean will not appear much during the procedural phase.

Peugeot dissidents seek scalps of top executives

Continued from Page 2

around. Key Peugeot executives were preoccupied with the launch and introduction of the 309 to the French dealers.

In the U.S., Peugeot's sales pace is considerably below last year's, when deliveries totaled 20,000. Through August of this year, the total was 10,993, compared with 12,242 in the same period of 1984. Last week, Fitzhenry admitted the company probably will not reach 20,000 this year.

But the battle last week appeared to center on the telegram itself. The four dealers selected by PMA said they were opposed to the telegram, or to the way the decision was made to send it. The decision was based on a vote of the board of directors.

One, Rob Engle, president of Tenafly Peugeot, Tenafly, N.J., was the former secretary of the association and has since resigned. He claimed the "posture taken is not the consensus of the group."

Ed DiBenedetto, president of Ed DiBenedetto, Inc. (Buick-Saab-Peugeot), Bayside, N.Y., said "we did not get a solid vote one way or another for what happened, that's what happened here."

DiBenedetto, who read from a prepared statement, said this type of action should have been based on the vote of the complete membership at a general meeting. It was DiBenedetto who used the term "abuse of power."

But a member of the board of trustees who attended last week's meeting said that under the charter of the association, the board does have the power to take such action.

He said it appeared to him that the issue was not whether the whole membership knew or did not know but whether they disagreed or not.

Chamis said the move by PMA to include dealers and to poll dealers was an attempt to "fragment the association."

Light-truck MPG standard eased to 20.5 by NHTSA

Continued from Page 3

MPG and Chrysler could achieve 21.6 MPG.

Currently, Ford is projecting 20.2 MPG for its 1986 light-truck CAFE; GM, 20.3 MPG; and Chrysler, 19.9 MPG, significantly lower than the numbers NHTSA used when it set the 1986 light-truck CAFE because Chrysler deferred introducing a new compact pickup from 1986 to 1987.

In its petition, Ford said that to achieve the 1.5 MPG it would need, "sales reductions of 100,000 to 180,000 units at Ford could occur, with resulting employment losses of 12,000 to 23,000 positions at Ford, its dealers and suppliers."

NHTSA accepted that possibility and agreed that if consumers want larger trucks and/or larger engines and cannot get them from Ford, they will get them from GM or Chrysler.

NHTSA's analysis of the economic impacts felt by truck makers to improve fuel economy of individual models indicated an average retail price increase of $130 per vehicle. But the agency said that could be offset by estimated operating cost savings of $155 for the average 1987 light truck due to reduced lifetime gasoline consumption.

"Overall, the agency projects the domestic manufacturers' automotive operations to remain profitable for the 1987 model year, based on current market trends," NHTSA said.

NHTSA refused to give any adjustment because of stiffer hydrocarbon and carbon monoxide standards because EPA said no fuel penalty would be involved, and this was backed up by the Transportation Department's Transportation Systems Center. Also, the tightening of the NOx standard, scheduled for 1987 models, has been postponed until the 1988 model year.

Some leeway, however, was granted because of the diesel particulate standard. GM argued that the stringency of the standard could effectively ban diesel engines in light trucks.

In setting 20.5-MPG composite as the "maximum feasible" level, NHTSA balanced the potentially serious economic effects and technological risks against Ford's opportunities to raise its fuel-economy levels. It said its actions to assist Ford were justified since that company produces more than 30 percent of all light trucks subject to CAFE standards.

And model-year total tops 11 million

September sales set a record

Continued from Page 1

ords fell like leaves in an autumn breeze.

Domestic penetration was up to a very strong 78.0 percent from under 76 percent the previous year.

GM boosted its share of the market to 55.15 percent in September from 53.86 percent the previous year. All of the other makers, except Nissan which only just began building cars in the U.S., lost market share. Chrysler's slice declined to 12.98 percent, Ford slipped to 27.33 percent, AMC dropped to 1.45 percent, VW fell to 0.77 percent and Honda dipped to 1.53 percent. Nissan's penetration was 0.79 percent.

During September, GM posted the largest year-to-year gain of 51.7 percent. Ford and Chrysler each boosted their domestic car sales total by 46.1 percent. Sales of VW's domestic makes rose 34.9 percent while Honda's domestic sales total was up 10.4 percent. AMC sales fell 9.3 percent.

The daily selling rate was 39,265 in the final period of the month, and 34,974 per day for the whole month. The daily selling rate in September, 1984, was 23,611.

Domestic segmentation in the month shifted slightly from the year-earlier period. Subcompact models accounted for 15.38 percent of the market, compared with 15.03 percent the previous year. Compact makes for 16.53 percent compared with 19.31 percent in September, 1984.

Intermediate makes took 27.95 percent of the market last month compared with 23.32 percent last year. Standard-size makes accounted for 9.1 percent in September versus 10.25 percent last year, and luxury makes took 9.04 percent of the total compared with 8.29 percent last year.

DOMESTIC SALES

	Model Year 1985	Model Year 1984
Renault	122,131	177,416
AMC	15,362	23,859
AMERICAN MOTORS	137,493	201,275
Chrysler	373,088	314,438
Plymouth	333,100	278,183
Dodge	438,494	353,954
CHRYSLER CORP.	1,144,682	946,575
Ford	1,443,377	1,262,498
Mercury	560,021	507,555
Lincoln	167,012	136,753
FORD MOTOR CO.	2,170,410	1,906,806
Buick	915,270	940,611
Cadillac	310,942	327,587
Chevrolet	1,595,504	1,585,902
Oldsmobile	1,087,646	1,098,685
Pontiac	785,617	707,033
GENERAL MOTORS	4,694,979	4,659,818
VOLKSWAGEN	71,334	83,078
HONDA	149,674	117,180
NISSAN	21,077	0
U.S. INDUSTRY TOTAL	7,914,732	8,389,649

Where auto market was, September, 1985

	Total Sales	Pct. of Total
SUBCOMPACT	165,540	15.38
COMPACT	177,858	16.53
INTERMEDIATE	300,785	27.95
STANDARD	97,931	9.10
LUXURY	97,268	9.04
IMPORTS	236,669	21.99
TOTAL	1,076,051	100.00

IMPORTED CAR SALES

	September, 1985	September, 1984	9 Mos., 1985	9 Mos., 1984
Alfa Romeo	433	250	3,636	2,853
Audi	4,699	5,781	55,354	53,974
BMW	8,180	5,464	66,290	51,758
Chevrolet Spectrum	4,499	—	37,547	—
Chevrolet Sprint	2,421	1,215	15,111	7,312
Dodge Colt	5,119	3,225	24,458	24,898
Dodge Conquest	201	239	2,007	3,018
Dodge Vista	1,370	796	7,978	5,407
Honda	27,742	26,674	285,423	280,821
Isuzu	3,115	1,665	20,679	12,999
Jaguar	767	1,166	13,265	12,669
Maserati	99	185	981	1,693
Mazda	19,734	14,874	142,569	128,197
Mercedes-Benz	6,787	5,710	65,006	54,577
Merkur	1,594	—	6,384	—
Mitsubishi	5,882	3,763	37,169	28,690
Nissan	51,747	33,767	407,733	367,029
Peugeot	1,484	1,635	12,417	14,527
Plymouth Colt	4,217	3,089	22,611	22,128
Plymouth Conquest	192	223	1,948	2,658
Plymouth Vista	1,256	790	7,785	5,171
Porsche	1,904	1,256	17,873	15,186
Renault	458	777	5,674	9,678
Saab	2,107	1,749	29,377	24,922
Subaru	19,675	15,178	130,291	120,794
Toyota	40,578	34,805	456,561	413,781
Volkswagen	13,285	6,696	107,941	81,051
Volvo	6,744	6,171	83,693	80,846
Yugo	380	—	381	—
TOTAL	236,669	177,143	2,068,142	1,826,637

U.S. CAR SALES BY MARKETING UNITS

	September, 1985	September, 1984	9 Mos., 1985	9 Mos., 1984
Chevrolet	165,612	110,711	1,319,468	1,243,761
Ford	151,899	105,586	1,110,239	966,890
Oldsmobile	104,718	57,284	862,756	831,163
Pontiac	83,451	47,692	625,914	544,981
Buick	85,109	68,011	688,998	715,339
Toyota	40,578	34,805	456,561	413,781
Nissan	58,388	33,767	428,810	367,029
Mercury	60,688	41,930	438,159	398,952
Honda	40,615	38,339	400,672	379,997
Dodge	47,073	31,468	398,271	309,842
Chrysler	39,865	26,407	291,817	247,228
Plymouth	34,323	24,525	293,584	247,341
Cadillac	30,909	22,720	232,862	241,937
VWoA	24,476	17,291	222,506	211,296
Mazda	19,734	14,874	142,569	128,197
Subaru	19,675	15,179	130,291	120,794
Lincoln	18,410	9,505	127,405	111,868
AMC-Renault	12,646	14,216	103,901	160,667
Volvo	6,744	6,171	83,693	80,846
BMW	8,180	5,464	66,290	51,758
Mercedes	6,787	5,710	65,006	54,577
Mitsubishi	5,882	3,763	37,169	28,690
Saab	2,107	1,749	29,377	24,922
Isuzu	3,115	1,665	20,679	12,999
Porsche	1,904	1,110	17,873	1,110
Peugeot	1,484	1,635	12,417	14,527
Jaguar	767	1,166	13,265	12,674
Alfa Romeo	433	250	3,636	2,835
Maserati Biturbo	99	185	981	1,693
Yugo	380	—	381	—
TOTAL	1,076,051	743,178	8,607,480	7,927,694

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA includes Audi and Porsche through Aug. 31, 1984. Porsche figures began Sept. 1, 1984. Nissan includes Sentras built in the U.S.

XR4Ti to share in L-M's new identity program

ANAHEIM, Calif.—Lincoln-Mercury's imported German sports coupe will share in the division's new marque identity for 1986.

Edsel Ford II, L-M general marketing manager, said more attention will be paid to calling the car an XR4Ti rather than a Merkur, since a second car, Scorpio, will be added to the Merkur franchise in late 1986.

Since the car's launch, it has been known primarily as the Merkur. "When Scorpio comes, we're going to have some confusion," Ford said, explaining the need to stress the XR4Ti nameplate.

As Ford announced earlier, L-M will merchandise the Continental, Mark VII and Town Car as Lincolns to strengthen the Lincoln name as a separate franchise within the division

"Our marketing strategy is to carve out three distinct images, a Mercury image, a Lincoln image and a Merkur image," he said.

OBITUARIES

K.E. (Gene) Staley, 80; retired GM, Chevy exec

BOCA RATON, Fla.—Kenneth Eugene Staley, a retired General Motors vice president and former Chevrolet general sales manager, died Sept. 23. He was 80.

Mr. Staley joined Chevrolet in 1929 and moved up through the sales ranks to become general sales manager in 1959. In that post, he set up Chevrolet's Owner Relations Program. In 1962 he was elected a GM vice president and was placed in charge of what was then the Distribution Staff. He retired in 1966.

William H. Graves, 87; Packard vice president

DETROIT.—William H. Graves, retired engineering vice president at Packard Motor Car Co., died at the age of 87.

Mr. Graves joined Packard in 1919 as a research chemist and later transferred to the metallurgical department, where he was credited with making major advances in plating and painting technology. In 1940, he was assigned to adapt the British Rolls-Royce aircraft engine to production by Packard. The task included changing material specs on 12,000 engine parts to American standards, simplification of high-alloy steels via heat treating and substitution for critical materials.

He was named executive engineer in 1945 and vice president of engineering in 1956. After Packard went out of business, he taught at the University of Michigan School of Engineering.

Marcus Guy Carpenter

DURHAM, N.C.—Marcus Guy Carpenter, retired president of Carpenter's Chevrolet, died Sept. 15. Mr. Carpenter was 87. Carpenter's has handled Chevrolet since 1915 and handled Ford and Dodge before that.

Porsche names Foster

RENO.—Porsche Cars North America has named Ron Foster director of business development. Prior to joining Porsche, he was a vice president at Cummins Ohio, Inc.

DOMESTIC CAR SALES

	Sept. 21 to Sept. 30, 1985	Same Period, 1984	September, 1985	Same Month, 1984	Jan. 1 to Sept. 30, 1985	Same Period, 1984
Alliance	0	0	7,052	7,297	55,525	80,683
Encore	0	0	3,388	4,755	33,233	55,545
Total Renault	0	0	10,440	12,052	88,758	136,228
Eagle	0	0	1,748	113	9,469	14,761
Total AMC	0	0	1,748	1,387	9,469	14,761
AMERICAN MOTORS	5,263	4,899	12,188	13,439	98,227	150,989
Horizon	3,222	2,078	8,611	5,999	68,864	58,649
Turismo	1,722	1,263	4,735	3,607	44,076	36,934
Reliant	4,535	3,591	11,425	8,624	106,549	107,629
Caravelle	1,169	497	2,768	966	26,466	1,012
Plymouth	473	422	1,119	1,219	15,285	13,160
Total Plymouth	11,121	7,851	28,658	20,415	261,240	217,384
Laser	2,045	1,427	5,606	3,849	43,528	41,901
LeBaron K	3,496	2,720	8,017	7,455	68,955	76,967
LeBaron GTS	2,272	0	6,259	0	53,246	0
Cordoba	0	0	0	0	0	124
Fifth Avenue	5,059	3,446	14,327	8,834	83,485	65,688
E-Class	2,605	697	2,605	0	20,923	0
New Yorker	0	1,679	3,051	6,769	21,680	62,548
Total Chrysler	15,477	9,969	39,865	26,907	291,817	247,228
Omni	2,687	1,794	7,043	5,177	58,187	51,013
Charger	2,104	1,430	5,426	4,044	47,778	40,749
Daytona	1,802	1,288	5,086	3,346	41,219	34,637
Aries	3,998	3,098	10,285	7,648	89,295	83,537
Lancer	1,999	0	5,137	0	38,004	0
Dodge 400-600	0	688	0	0	3,012	0
Diplomat	1,101	767	2,597	2,165	28,764	20,037
Mirada	0	0	0	0	0	250
Dodge 600	2,121	1,201	4,809	4,828	39,499	46,296
Total Dodge	15,812	10,266	40,383	27,208	345,758	276,519
CHRYSLER CORP.	42,410	28,086	108,906	74,530	898,815	741,131
EXP	221	1,007	664	2,689	17,301	22,064
Escort	16,964	10,922	48,538	29,067	317,991	260,591
Mustang	4,686	3,428	12,190	9,820	122,162	100,717
Tempo	12,291	7,525	33,795	20,876	231,689	190,565
Thunderbird	5,311	3,164	16,365	10,290	129,207	114,302
LTD	5,824	8,791	19,922	18,866	157,884	148,902
Crown Victoria	8,464	4,908	20,425	13,978	134,005	129,749
Total Ford Division	53,761	39,745	151,899	105,586	1,110,239	966,890
Lynx	3,679	2,122	10,028	5,566	66,852	49,707
Topaz	3,657	2,119	8,920	5,858	61,205	54,760
Cougar	3,500	2,828	11,588	9,177	98,607	89,556
Capri	602	279	1,774	878	12,720	13,630
Marquis	3,279	3,021	9,151	9,408	80,372	80,928
Grand Marquis	6,869	3,621	17,633	11,043	112,019	110,371
Total Mercury	21,586	13,990	59,094	41,930	431,775	398,952
Continental	1,123	690	2,588	1,926	22,096	24,407
Lincoln	5,034	2,050	13,943	5,881	89,873	62,727
Mark VII	774	593	1,879	1,698	15,436	24,734
Total Lincoln	6,931	3,333	18,410	9,505	127,405	111,868
Total L-M Division	28,517	17,323	77,504	51,435	559,180	510,820
FORD MOTOR COMPANY	82,278	57,068	229,403	157,021	1,669,419	1,477,710
Skyhawk	2,535	3,096	6,241	9,326	68,076	99,234
Skylark	295	4,177	909	10,264	53,172	79,402
Somerset Regal	2,563	66	6,914	66	74,358	66
Century	9,480	6,529	27,497	15,783	184,011	161,483
Regal	6,094	3,930	17,067	11,661	93,490	148,289
LeSabre	2,436	4,362	7,159	12,293	102,588	122,218
Electra	6,063	1,588	15,252	5,247	73,005	66,497
Riviera	1,432	1,283	4,070	3,371	40,298	38,150
Total Buick	30,898	25,031	85,109	68,011	688,998	715,339
Cimarron	1,271	568	3,245	1,663	18,832	14,354
Seville	790	903	2,103	2,547	23,203	26,466
Cadillac	8,928	4,477	21,283	12,961	142,991	149,567
Eldorado	1,625	1,880	4,278	5,549	47,836	51,550
Total Cadillac	12,614	7,828	30,909	22,720	232,862	241,937
Chevette	7,100	3,800	17,594	11,709	106,106	135,762
Nova	2,642	0	5,149	0	16,323	0
Cavalier	14,204	11,384	40,273	33,407	342,211	296,829
Citation	1,368	2,164	3,214	5,429	42,238	74,807
Camaro	7,011	4,942	18,020	14,944	165,176	161,266
Celebrity	14,987	7,811	38,121	19,218	285,887	247,909
Malibu	0	0	0	0	0	890
Monte Carlo	3,533	1,774	8,721	5,616	86,129	96,491
Chevrolet	10,618	6,176	25,058	17,177	194,529	201,738
Corvette	1,162	671	2,542	1,996	28,211	20,757
Total Chevrolet	63,025	38,722	158,692	109,496	1,266,810	1,236,449
Firenza	1,153	1,379	2,974	4,661	39,363	49,059
Omega	0	216	0	1,068	0	32,395
Calais	3,936	19	10,897	29	98,428	29
Cutlass Ciera	11,090	2,387	35,282	10,615	266,707	193,347
Cutlass Supreme	8,617	4,229	24,917	15,578	178,384	246,229
Olds 88	5,421	3,712	15,645	13,681	160,337	204,797
Olds 98	4,771	2,052	12,049	8,693	92,858	74,604
Toronado	1,106	868	2,954	2,939	26,679	30,703
Total Oldsmobile	36,094	14,862	104,718	57,284	862,756	831,163
Fiero	2,928	2,266	8,180	6,175	76,335	79,129
1000	921	634	2,434	1,987	17,720	21,544
Sunbird	3,766	3,221	11,903	10,279	94,205	100,914
Phoenix	0	224	0	771	896	11,745
Firebird	2,578	2,081	7,048	6,808	81,669	81,286
Grand Am	4,621	25	11,640	26	81,842	26
6000	6,989	3,735	18,600	8,611	127,559	96,397
Bonneville	2,604	1,164	7,088	3,945	43,395	52,987
Grand Prix	3,068	1,362	8,263	4,399	48,002	57,687
Parisienne	3,040	1,615	8,295	4,691	54,291	43,266
Total Pontiac	30,515	16,327	83,451	47,692	625,914	544,981
GENERAL MOTORS	173,146	102,770	462,879	305,203	3,677,340	3,569,869
VOLKSWAGEN	2,868	2,121	6,492	4,814	59,211	61,715
HONDA	5,573	2,641	12,873	11,665	115,249	99,176
NISSAN	2,582	0	6,641	0	21,077	0
DOMESTIC TOTAL	314,120	197,585	839,382	556,672	6,539,338	6,100,590
IMPORT TOTAL			236,669	177,143	2,068,142	1,826,637
INDUSTRY TOTAL			1,076,051	733,815	8,607,480	7,927,227

As U.S. auto competition grows torrid

More mergers, joint ventures due

Continued from Page 1

Chrysler Corp., will have capacity of one million units each. Japan's three largest auto makers—Toyota, Nissan and Honda—also will have capacity in North America and capacity in Japan aimed at North America amounting to one million units each.

Adding up the North American automobile capacity of the three domestics and three Japanese auto makers puts the total at 10 million units, only 1.6 million units less than what total car sales are expected to be in 1990.

But the six U.S. and Japanese biggies are not the only ones with eyes on North America.

The smaller Japanese auto companies were virtually shut out of the U.S. market by the Voluntary Restraint Agreement, leaving them with an overabundance of unused capacity in Japan. They aren't about to be caught by protectionism again. They, too, have plans for North American production.

Based on present plans, Japanese companies will have 1.4 million units of car production capacity in the U.S. by 1990.

Further, Japan's auto makers, now running at 85 percent of capacity at home, will be pressured even more to find a place to sell their domestic production as sales in their home market slow.

The most recent World Outlook again has downgraded forecasts for car sales in the Japanese market. While domestic sales will rise only about 8 percent by 1990, domestic production will rise 15 percent by 1990 to 8.2 million units.

In addition, the European prestige companies which have enjoyed phenomenal success in sales and profits in the U.S. during the recent boom, have plans to hike capacity. Saab, Volvo, BMW and Mercedes-Benz have planned substantial capacity increases.

Hammond suggested that if the European companies can't find a market at home for the extra capacity, they will surely look to the U.S.

There also will be the newcomers to the U.S. market, most notably the South Koreans. Hyundai also has North American production plans.

Simply put, there are not enough car sales to go around.

The situation could be worse if the more-pessimistic predictions for car sales by 1990 prove to be accurate. The Arthur Andersen & Co. Delphi study of the automobile industry, for example, puts 1990 sales at 10.5 million units. The Delphi survey is based on responses of vehicle manufacturing and auto supplier executives.

• Previous World Outlooks further showed the Japanese will be the beneficiaries of any increased sales in the U.S. (Automotive News, April 29, 1985). Toyota is expected to enjoy a 10-percent increase in U.S. sales by 1991; Nissan will have a 20-percent increase; Honda, 56-percent.

Hammond looks across the Atlantic to Western Europe for a glimpse of what the future will bring to the North American motor vehicle market of the 1990s.

Collectively, Western European auto companies have lost money for six straight years. Though individual companies have improved their financial condition somewhat, there appears no end in sight to the losing trend.

The five major manufacturers continue to have virtually equal market shares. "Each is in a position to be an industry leader," Hammond said. "They have huge capacity so they are prepared if the market swings their way. But that causes huge fixed costs."

The European manufacturers now are faced with what North American manufacturers will be faced with in the 1990s, Hammond said. They must decide if they should shed capacity and become profitable or tough it out, sacrificing short-term profits in hopes that the market will pick up and swing their way.

Hammond sees a solution in the avenue that Ford and Fiat apparently have chosen in Europe. The companies are discussing some sort of cooperative effort that has not yet been detailed.

U.S., Japanese and South Korean manufacturers already have complicated entanglements in terms of equity positions and joint ventures. However, a Chrysler-Mitsubishi partnership, for example, may not create a big enough entity to do battle in the 1990s environment, Hammond said.

Golden Oldsmobile opens in Florida

Harry E. Spyies cuts the ribbon for Golden Oldsmobile, Port Richey, Fla. Witnessing are Dennis D. Higginbotham, left, financial investor, and John A. Martabano, Oldsmobile zone manager.

Taurus priced at $9,645; Sable starts at $10,700

Continued from Page 2

the impact of the latest Taurus/Sable delay on Ford Motor's hopes of capturing 20 percent of the U.S. car market in 1986.

"We'll have extremely good stocks as we enter the new year, both on Taurus and Sable and on Aerostar," he said. "So we will have a lot of guns firing."

Ford and L-M dealers have shown early enthusiasm for the new intermediates, according to Lataif. He said retailers have already ordered more than 75,000 units and the company expects to have 110,000 orders on hand by the time the cars are publicly introduced.

Ford is aiming at sales of about 550,000 Taurus/Sable models during the 1986 calendar year. Rewey projected sales of 375,000 to 400,000 for Taurus and about 150,000 for Sable.

Rewey said the "national planning mix" is 70 percent sedans and 30 percent weagons, but he added, "On the West Coast and the East Coast, I think the wagon could be 40 percent or more."

Lataif last week predicted 1986-model-year car sales of 10 million units and truck sales approaching the record 4.6 million sold in the 1985 model year. He forecasted sales of more than 2.0 million Ford, Mercury and Lincoln cars, improving the company's market share from 19.7 percent during the 1985 model year to about 20 percent.

He predicted sales of 1.3 million Ford trucks, boosting the company's market share from 27 percent to about 30 percent. Officials are aiming at 13 percent of the car market for Ford Division and 7 percent for Lincoln-Mercury.

Johnson promoted

COVENTRY, England.—Jeffrey Johnson has been named managing director of Austin Rover Deutschland GmbH. He had been Austin Rover's director of fleet operations since 1982.

Prices increased $373 on U.S. cars for '86

Continued from Page 1

Co., $350; Chrysler Corp., $320; American Motors, $208; Volkswagen, $107; Nissan, $50, and Honda, $562.

The $373 average for the domestics is sales-weighted on the share of the domestic market held by each manufacturer.

The Honda figure is much higher than the full-line boost of $387 announced by the company. That is because Accord, the only Honda built in this country, is all-new for 1986 and bears the brunt of the company's increase. Honda's imported models are up considerably less than the $387 average.

Chrysler and AMC completed the domestic pricing derby last week. Chrysler's hike is estimated at $320; AMC's at $208 for the combined Renault Alliance-Eagle and AMC Eagle lines.

Chrysler's price announcement followed the obfuscatory line originated by GM and then adopted by Ford. Each of the Big Three refused to put a dollar figure on their 1986 boost. They divulged only percentage hikes—3 percent for GM, 2.9 percent for Ford and 2.7 percent for Chrysler.

By means of a simple mathematical procedure, Automotive News determined that Chrysler's bump was $320. As noted, GM's was $400 and Ford's was $350.

Chrysler's dealer discounts and destination charges are unchanged for 1986. So are GM's and Ford's.

Chrysler's $320 average hike is for comparably equipped 1986 and 1985 models. That means the company added the price of any options made standard to the 1985 price before making its comparison and arriving at its announced 2.7 percent hike. GM and Ford did the same.

On a straight sticker-to-sticker basis, the increases for each of the Big Three are substantially higher than those announced.

Chrysler did not provide a rundown on equipment made standard for 1986, but there apparently was a lot of it.

For example, a Dodge Daytona coupe is $9,013 for 1986, an increase of $508. Chrysler said it's *down* $132 on a comparably equipped basis. The Plymouth Caravelle SE four-door sedan is $9,810, a boost of $803. Comparably equipped, it's up $310, Chrysler said.

The Plymouth Turismo/Dodge Charger coupe jumped $198 to $6,782, but the comparable figure was put at $119. The Plymouth Reliant SE/Dodge Aries SE four-door sedan is up $319 at $7,758. Comparably equipped: Up $139.

AMC was the only one of the four "native" U.S.manufacturers to provide a complete rundown on its price changes. AMC supplied a pecentage increse, a dollar increase and model-by-model prices of its 1986 cars.

Renault Alliance and Encore rose an average of $193, or 2.4 percent, on a comparably equipped basis, and the Eagle four-wheel-drive passenger car climbed $358. Automotive News combined Alliance-Encore and Eagle on a sales-weighted basis and placed a hike of $208 on the full AMC car line.

The base Allliance two-door sedan went up only $4, to $5,999, but that was partly the result of a cut of one percentage point in the dealer discount (from 10 percent to 9 percent).

Other Alliance two-door and four-door sedans rose $110. Alliance convertibles climbed $262.

The base Encore two-door hatchback has been dropped, and other Encore two-door and four-door hatchbacks jumped $350 (S series), $250 (LS series) and $408 (GS series). The lowest-priced 1986 Encore is $6,960.

Eagle prices are: Four-door sedan, $10,719 (up $262); four-door wagon, $11,489 (up $362), and Limited four-door wagon, $12,179 (up $286).

Destination charges were increased on all lines except Alliance, which stays at $358. Encore's destination charged was hiked $22 and now is the same as Alliance's. Destination charges on other lines went up $8 to $12.

AUTOMOTIVE NEWS WORLD OUTLOOK

Generated by Data Resources Inc.

(In Millions)

	1983	1984	1985	1986	1987	1988	1989	1990
NEW CAR REGISTRATIONS								
Total Western Europe*	10,469	10,161	10,088	10,607	10,893	11,054	11,151	11,330
Germany	2,427	2,394	2,255	2,536	2,504	2,572	2,650	2,687
France	2,018	1,758	1,840	1,918	2,041	2,053	1,978	2,040
United Kingdom	1,792	1,750	1,698	1,732	1,773	1,715	1,771	1,802
Italy	1,581	1,636	1,672	1,660	1,714	1,775	1,788	1,753
Total U.S.	9,178	10,330	10,825	10,575	10,863	11,131	11,361	11,643
Japan	3,136	3,096	3,151	3,198	3,187	3,262	3,321	3,408
CAR PRODUCTION								
Total Western Europe*	11,140	10,723	10,973	11,316	11,638	11,858	11,966	12,258
Germany	3,878	3,790	3,962	4,131	4,139	4,211	4,291	4,379
France	2,961	2,713	2,677	2,749	2,937	2,986	2,916	2,922
United Kingdom	1,045	909	941	972	1,006	992	1,030	1,109
Italy	1,396	1,439	1,424	1,409	1,454	1,508	1,545	1,557
Total North American	7,746	8,894	9,040	8,163	7,875	8,289	8,377	8,534
Japan	7,152	7,073	7,491	8,033	8,267	8,289	8,269	8,369
NEW TRUCK REGISTRATIONS								
Western Europe**	1,139	1,116	1,172	1,196	1,179	1,198	1,245	1,260
U.S.	3,161	4,092	4,642	4,590	4,710	4,630	4,740	4,860
TRUCK PRODUCTION								
Western Europe**	1,307	1,224	1,319	1,359	1,352	1,377	1,424	1,441
North America	2,971	3,958	4,241	4,137	4,321	4,230	4,279	4,361

*Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal.
**Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands, Belgium, Switzerland, Austria and Denmark.

Third-quarter total best since '77

September output rises 15 pct.

U.S. auto production for September—637,004 units—was up 15.26 percent from August's 552,673 and was 17.57 percent better than the 541,792 cars built last September.

Third-quarter output of 1,808,215 cars was 11.36 percent higher than last year's 1,623,724 for the corresponding period and was the best third-quarter build since 1977, when 1,966,345 cars were assembled.

Last week's estimated auto production of 179,335 units was up 5.67 over the previous week's 169,716 and was 7.78 percent higher than the year-ago week's 166,395.

So far this year, 6,360,585 cars have been assembled, 5.07 percent more than the 6,053,887 built last year at this point.

Companies accounted for last week's scheduled production as follows: General Motors, 58.08 percent; Ford Motor Co., 19.16 percent; Chrysler Corp., 16.62 percent; American Motors, 1.53 percent; Honda of America Mfg. Co., 1.43 percent; Volkswagen of America, 1.31 percent; New United Motor Mfg., Inc., 1.06 percent, and Nissan Motor Mfg. Co., U.S.A., 0.81 percent.

GM scheduled Saturday (Oct. 5) overtime at the following plants: Arlington, Tex.; Doraville, Ga.; Framingham, Mass.; Lakewood, Ga.; Pontiac (G line), and Lordstown, O.

Ford has daily overtime scheduled this week (Oct. 7) at its plants in Chicago; Dearborn; Edison, N.J.; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Saturday (Oct. 12) overtime is scheduled for Ford's plants in Dearborn, Edison, Wayne and Kansas City.

Saturday (Oct. 5) overtime was scheduled for Chrysler plants in St. Louis (Nos. 1 and 2).

The plants in St. Louis and Newark, Del. are slated for daily overtime this week.

Production of the front-wheel-drive Oldsmobile 88 began Sept. 30 at GM's Willow Run (Mich.) and Wentzville (Mo.) plants.

Hoglund makes it emphatic: No import in Saturn plans

By Michelle Krebs
Financial Editor

TROY, Mich.—William E. Hoglund, president of General Motors' Saturn Corp., denied that Saturn plans to import cars from GM's overseas subsidiaries for sale through its dealers.

"We are not talking to offshore companies," Hoglund said last week at the dedication of Saturn's corporate headquarters here.

Published reports had quoted GM Chairman Roger B. Smith as saying GM was considering importing cars from its subsidiaries in Europe and Brazil to round out the product line for Saturn dealers.

Building an all-American car to compete against Japanese imports is the principal objective of Saturn, Hoglund said, as hundreds of red, white and blue balloons were sent into the air from the top of Saturn headquarters and American marching band music played over the public address system.

However, Hoglund refused to give a hint as to what else, aside from the Saturn line, Saturn dealers would be provided with.

"That's four years away. I'm not going to talk about marketing plans," Hoglund said.

Hoglund also said a second Saturn plant would not be built until the first one was running smoothly. "We're concentrating all of our efforts on getting the job done in Spring Hill (Tenn.). We're not even thinking about a second plant now," he said.

Smith said Saturn would add a second plant when it sells the capacity of the first. "I hope we'll need a second plant . . . We have to see a few more cars before we're willing to make our bet," Smith said.

Smith said GM needs a million cars for at the bottom end of the market. Saturn will provide half that number.

CANADIAN CAR PRODUCTION

	Week Ended Oct. 5, 1985	Week Ended Oct. 6, 1984	Week Ended Sept. 29, 1985	Sept. Total	Jan. 1 to Oct. 6, 1984	Jan. 1 to Oct. 5, 1985
AMERICAN MOTORS	0	0	410	1,558	16,982	8,279
FORD MOTOR	10,848	10,175	9,719	39,683	329,911	380,574
GENERAL MOTORS	14,095	11,783	9,537	49,485	462,941	416,235
VOLVO	225	180	225	787	8,011	7,648
Total Cars, Canada	25,168	22,138	19,891	91,513	817,845	812,736

U.S. TRUCK PRODUCTION☆

	Week Ended Oct. 5, 1985	Week Ended Oct. 6, 1984	Week Ended Sept. 29, 1985	Sept. Total	Jan. 1 to Oct. 6, 1984	Jan. 1 to Oct. 5, 1985
CHEVROLET	23,329	18,976	23,510	99,335	767,494	910,566
DODGE	4,600	4,114	5,522	21,138	158,307	168,309
FORD	27,419	25,663	25,553	93,690	910,360	908,901
GMC	6,729	6,337	6,219	27,581	248,920	282,692
INTERNATIONAL	1,560	1,577	1,544	6,320	58,518	58,676
JEEP	5,600	3,294	5,716	24,110	143,460	167,508
NISSAN	2,880	2,150	2,624	10,426	73,217	83,680
AM GENERAL	50	50	50	240	2,010	1,930
MISCELLANEOUS	2,000	1,000	2,000	8,150	40,000	72,553
Total Trucks, U.S.	74,167	63,161	72,738	290,990	2,402,286	2,654,815

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 5, 1985	Week Ended Oct. 6, 1984	Week Ended Sept. 29, 1985	Sept. Total	Jan. 1 to Oct. 6, 1984	Jan. 1 to Oct. 5, 1985
CHRYSLER	8,796	5,536	9,060	36,115	276,081	308,489
FORD	3,648	3,303	3,611	14,099	117,581	125,127
GENERAL MOTORS	5,760	5,628	4,407	21,729	222,096	216,601
INTERNATIONAL	235	216	232	690	6,380	8,005
Total Trucks, Canada	18,439	14,683	17,310	72,633	622,138	658,222
N. American Trucks	92,606	77,844	90,048	419,622	3,024,424	3,313,037

☆—Now includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

Truck production for 3rd quarter best since '78

Third-quarter domestic truck production of 824,514 units was 14.38 percent more than the 720,846 for the corresponding period last year and was the best third-quarter output since 1978 when 856,513 units were assembled.

The makers' September build—290,990 units—was down 1.39 percent from August's 295,090, but was 20.39 percent more than last September's 241,698.

Scheduled production of 74,167 trucks last week was 1.96 percent more than the previous week's 72,738 and 17.43 percent better than the year-ago week's 63,161.

So far this year, 2,654,815 trucks have been assembled, 10.51 percent more than the 2,402,286 built last year at this point.

Saturday (Oct. 5) overtime was scheduled at General Motors' plant in Lordstown, O.

Ford Motor Co. has daily overtime scheduled this week (Oct. 7) at these plants: Kansas City; Louisville; Lorain, O.; Wayne, Mich., and Norfolk.

Saturday (Oct. 12) overtime is slated for the Ford plant in Kansas City.

Chrysler Corp. has scheduled two nine-hour daily shifts this week at its Warren (Mich.) plant.

Canadian cars set record for third quarter

Third-quarter production of 246,760 cars in Canada was up 18.57 percent from last year's 208,118 and was a record for the period.

September output of 91,513 cars was 4.29 percent more than the 87,752 units built in August and 28.73 percent more than the 71,087 cars assembled in September, 1984.

It was the highest September production since 1978 when 100,598 units were built.

Estimated car production of 25,168 last week, was 26.53 percent more than the previous week's 19,891 and 13.69 percent more than the year-ago week's 22,138.

So far this year, 812,736 cars have been assembled, 0.62 percent below the 817,845 built at this point last year.

The September truck total of 72,633 was a record. It was 27.57 percent more than the 56,934 trucks built in August and 4.63 percent more than the 69,421 units built in September, 1984.

Third-quarter truck production of 180,657 also was a record. It was 1.81 percent above the 177,442 units built in September, 1984.

Last week's estimated output of 18,439 trucks was 6.24 percent ahead of the previous week's 13,710 and 11.54 percent more than the year-ago week's 14,683.

Year-to-date, 658,222 trucks have been assembled, 5.96 more than the 622,138 units built last year at this point.

American Motors' plant in Brampton, Ont., was closed last week for inventory adjustment.

U.S. CAR PRODUCTION

	Week Ended Oct. 5, 1985	Week Ended Oct. 6, 1984	Week Ended Sept. 29, 1985	Sept. Total	Jan. 1 to Oct. 6, 1984	Jan. 1 to Oct. 5, 1985
AMERICAN MOTORS	2,750	0	2,870	11,497	149,565	89,524
Renault Total	2,750	0	2,870	11,497	149,565	89,524
Alliance	2,000	0	1,965	7,912	84,573	57,825
Encore	750	0	905	3,585	64,992	31,699
CHRYSLER CORP.	29,800	30,842	29,368	111,452	947,251	1,011,097
Plymouth Total	8,050	10,397	8,673	32,607	286,273	293,432
Horizon	2,800	3,976	2,908	11,602	123,645	112,901
Reliant	4,000	4,790	4,176	15,745	134,211	129,656
Caravelle	1,000	1,126	1,320	4,158	12,096	37,670
Gran Fury	250	505	269	1,102	16,321	13,205
Chrysler Total	11,100	8,687	10,188	36,395	310,624	331,740
LeBaron	2,500	2,610	1,829	5,398	90,261	71,742
LeBaron GTS	2,700	190	2,731	10,584	0	76,153
Laser	1,500	1,608	1,242	4,795	55,037	42,247
New Yorker/E-Class	1,400	1,701	1,638	5,224	73,392	52,087
Fifth Avenue	3,000	2,578	2,748	10,394	91,934	89,511
Dodge Total	10,650	11,758	10,507	42,450	350,354	385,925
Omni	2,600	3,329	2,545	10,378	115,769	108,961
Aries	3,100	3,940	3,143	13,902	106,249	108,664
Daytona	1,100	1,287	925	3,720	40,899	37,519
Dodge 600	1,600	1,817	1,630	5,523	58,646	50,958
Lancer	1,600	148	1,669	6,442	0	52,322
Diplomat	650	1,237	595	2,485	28,791	27,501
FORD MOTOR	34,356	41,369	33,583	120,861	1,352,672	1,269,226
Ford Division	24,333	27,592	24,195	86,099	876,749	849,500
Escort	7,756	7,368	8,200	29,665	267,290	257,641
Mustang	4,159	3,522	4,083	17,595	105,677	139,625
LTD	4,497	5,433	3,835	16,583	172,939	163,197
Taurus***	0	0	0	0	0	0
Thunderbird	4,661	3,142	3,879	7,924	114,300	134,704
Crown Victoria	0	1,875	0	0	63,939	7,122
EXP	0	1,084	0	0	30,940	3,863
Tempo	3,260	5,168	4,198	14,332	121,664	143,348
L-M Division	10,023	13,777	9,388	34,762	475,923	419,726
Mercury Total	6,395	9,586	6,454	23,248	347,299	295,805
Lynx	1,406	1,426	1,466	5,273	53,942	55,551
Capri	380	502	371	1,607	12,718	14,641
Marquis	1,661	2,438	1,515	6,331	89,555	78,948
Sable***	0	0	0	0	0	0
Cougar	2,358	2,614	2,100	5,151	87,099	97,362
Grand Marquis	0	1,747	0	0	71,675	6,395
Topaz	590	859	1,002	4,886	32,340	42,908
Lincoln Total	3,628	4,191	2,934	11,514	128,624	123,921
Continental	500	759	409	1,595	28,787	19,885
Lincoln	2,723	2,970	2,202	8,633	78,583	90,285
Mark VI/VII	405	462	323	1,286	21,254	13,751
GENERAL MOTORS	104,159	90,623	97,286	363,754	3,442,681	3,740,517
Buick Total	22,794	24,096	20,755	78,545	758,625	778,169
Skylark	0	3,228	0	0	83,395	40,953
Skyhawk	2,112	2,004	1,683	6,588	108,378	81,508
Somerset Regal	2,890	1,822	3,446	12,625	7,916	96,511
Century	8,220	5,967	6,411	27,493	173,563	216,491
Regal	4,121	2,980	3,931	13,368	144,715	105,604
LeSabre/Electra(rwd)	760	5,373	501	2,026	160,056	90,603
LeSabre (fwd)	456	0	89	197	0	623
Riviera	234	1,146	47	162	38,833	45,681
Electra(fwd)	3,991	1,576	4,647	16,086	41,769	100,195
Cadillac Total	5,290	7,244	4,669	16,751	253,638	263,319
Cimarron	595	0	718	956	13,421	20,501
Seville	184	737	68	153	29,038	27,571
Eldorado	253	1,634	59	196	58,353	52,204
Cadillac (rwd)	669	1,541	532	1,349	93,972	31,783
DeVille (fwd)	3,589	3,332	3,292	14,097	58,854	131,260
Chevrolet Total	35,102	26,205	34,073	127,586	1,186,766	1,260,897
Chevette	3,036	3,230	2,423	10,523	143,103	123,210
Cavalier	10,058	9,427	11,562	40,196	326,282	382,664
Celebrity	4,242	7,972	5,381	20,711	225,288	209,744
Camaro	4,984	934	4,561	16,160	186,358	162,710
Citation	0	1,347	0	0	86,784	28,697
Malibu/El Camino	0	417	0	0	19,074	1,199
Monte Carlo	3,185	1,651	2,646	11,184	81,477	108,317
Chevrolet	8,597	2,724	6,493	25,058	93,080	208,821
Corvette	1,000	503	1,007	3,754	25,320	35,735
Oldsmobile Total	23,752	19,332	20,404	78,708	827,738	918,159
Omega	0	0	0	0	29,289	0
Firenza	1,234	1,475	1,198	4,528	55,719	49,146
Cutlass Supreme	5,892	4,471	4,969	19,580	202,784	179,665
Cutlass Ciera	8,706	1,988	5,917	24,179	194,049	274,016
88/96 (rwd)	688	6,139	819	2,026	248,336	161,626
88 (fwd)***	800	0	0	640	0	800
Olds 98	3,303	2,916	4,067	15,428	54,698	110,796
Calais	2,960	1,454	3,392	12,864	9,029	115,208
Toronado	169	889	42	103	33,834	27,442
Pontiac Total	17,221	11,746	17,385	62,164	415,914	519,973
Acadian**	0	394	733	1,655	11,554	11,558
2000 Sunbird	3,230	2,768	3,122	11,221	113,333	108,845
1000	1,135	1,063	1,346	2,526	31,791	22,476
Firebird	2,636	534	2,374	8,443	86,711	86,742
Phoenix	0	0	0	0	14,116	0
6000	1,281	0	566	2,659	0	40,023
Grand Prix/Bon'vle	0	0	0	0	29,733	0
Parisienne	2,789	2,713	2,573	9,936	30,349	61,888
Fiero	2,400	2,839	2,402	9,600	93,243	86,438
Grand Am	3,750	1,435	4,269	16,122	5,084	102,003
HONDA	2,570	2,874	1,102	9,786	103,577	114,816
NISSAN	1,450	0	1,317	5,160	0	25,891
NUMMI (Nova)*	1,900	0	1,900	7,342	0	36,649
VOLKSWAGEN	2,350	687	2,290	7,152	58,141	72,865
Total Cars, U.S.	179,335	166,395	169,716	637,004	6,053,887	6,360,585
Total Cars, Canada	25,168	22,138	19,891	91,513	817,845	812,736
N. American Cars	204,503	188,533	189,607	728,517	6,871,732	7,173,321
N. American Trucks	92,606	77,844	90,048	363,623	3,024,424	3,313,037
North American Cars and Trucks	297,109	266,377	279,655	1,092,140	9,896,156	10,486,358

*—Revised estimate.
**—All Acadians are built for sale in Canada.
***—No production reported at this time.
Monthly estimates may contain error of one or two units due to rounding.

Silver dealer

AMHERST, Va.—Peyton D. Brockman, Brockman Chevrolet, Inc., has received a 25-year-dealer award from Chevrolet.